

Gentlⁿ

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Newbury Port. Feb'y 12th 1801

In writing the preceding
you will observe by the date of this that I have pur-
sued my intention of visiting this place once again
before my departure for the more Southern States

I had other motives for it than merely writing the
big mentions in my last letter.

It had for some time astonished me
that Spain should enjoy so large a share of the trade of
this part of the State of Massachusetts as it does, when
I was perfectly satisfied that almost every article of
import from that Kingdom was at second hand, that
is that England, Holland, and the more Northern
Nations supplied their manufactures to Spain.

This argument made up of G. W. Tracy - convinced
him by his own confession, that contrary to the
notion of last year's goods of all kinds, and many other
articles which they actually import from Spain, could
be imported so much cheaper from Holland; as the
difference of freight, insurance, commission profit to the
importer in Spain, and many other unavoidable charges
from the cost in Holland - When I asked him how
under all these disadvantages he could persevere abroad
without even a left up in its favour than the Holland
trade - he found at a loss for any other reason than the
mere force of habit - During the peace, Spain was
an

an excellent market for their salt fish, and as that article was staple in this part of the country, their communications to different parts of Europe were made by it.

You may depend I left no argument untrodden to remove this prejudice, and if I did not immediately succeed in the proof, it at least had the effect to agitate Mr. T. G.'s mind with doubts, and I am persuaded a little reflection will determine him as we could wish.

Judge of how much consequence it is to us - His brother Mr. A. T. since this war, has imported £60,000 Stg. from the Port of Bilbao alone - The company have last week rec^d. a vessel from there, momentarily expect another, and in the course ^{of the ensuing Spring} have reason, from their remittance, to expect the amt. lost in Bilbao £16,000 Stg. -

They have now a large ship loaded with masts for Cadiz - if she goes to that port, I shall endeavour to have our friend Harrison addressed on the occasion, and it appears to me that he will receive large consignments from this quarter, more especially if this Spanish-trade-madness continues -

Messrs. Hooper and Dalton write you separately by my introduction - As I open a correspondence between these gentl^{rs} and your house in a manner that I would not propose for ten me. within my knowledge, throughout this Cont^y;

and

and as I could wish you to be perfectly satisfied from other authorities than mine, I must request you'll inform yourselves of the character and punctuality of these gentl^{rs} from Mess. Lane, Son, and Trazer, or Champion and Dickison, of London, who I dare to say will give you ample satisfaction - In fact if I have consulted my own interest and that of your house mutually, I do it in this measure, as I am persuaded, it will in every respect terminate to our ^{advantage} gentl^{rs}. - These gentl^{rs} early last spring employed Mr. T. G. - 's to go out on a plan that had every appearance of success - Mr. D.'s great influence (if I may use the expression) with some members of a certain great body procured for the execution of this purpose such securities as have been granted to few if any. - They added to a large sum in bills which they put into Mr. G. 's hands were the materials from ^{which} they had a right to promise themselves great advantages -

Mr. G. came to S^t. Eust^s in the same ship with my brother - well recommended both there and to your city, to which place he intended taking passage in a dutch ship - Instead of pursuing these first intentions, he determined to return to the Cont^{ts} with

with such an amt. as his books and letters of C. could furnish him with - He was introduced to me, and after some little conversation showed me his letters from this place, with his public papers &c - There could be no deception in either - there was not - Desirous of returning to the Cont. as securely as possible, and having finished my affairs in M^o. in such a manner as would admit of my coming, you may easily imagine I was not unwilling to let so good an opportunity slip unimproved -

If you think I run an unwarrantable risk, you do me injury - I was desirous of being concerned as far as my own private property would permit as I was then and am now satisfied that no better opportunity could offer - for this purpose, you will observe I left it at your option to be concerned or not - you have consequently in yours of 5th & 6th Octo^r. signified your approbation, therefore you will be C^r. in conformity with a handsome profit - I divided the amt. in two bottoms - they both arriv'd safe and to good marketts - one I expected to have been a passenger in, but as I mention'd from S^t. Cassatia was prevented by a fit of sickness - The event of my coming to the Cont^t. you are already inform'd of - As I have already, in a former letter, inform'd you

you. Lost no property by my capture, but my
 cloathing, which was lost in the vessel. Two days
 after our capture - No doubt it would be agreeable
 to you, to be furnish'd with an acct., where you might
 see your profit, but at present its not in my pow.
 owing to the nature of M^r G's conduct, therefore
 I hope you have so much confidence in me, as to
 let the exhibition of acct. rest to amore conv. time
 remittances however, you will continue to receive
 in handsome sums, by frequent apptys - within six
 months the amt. of ten thousand pounds Sterling
 in bills of exchange will be forwarded you by
 myself, abstracted from what is already sent
 of the Alliance, and from any connection with the
 Mine acct. on which I expect to satisfy you with-
 in that time likewise - It would be in my power
 to compleat the sum mentioned much sooner did
 not the necessary provision for reimbursing the
 amt. of G's draft for £3700 with the dam^t
 interfere - I have payments to be made within the
 time mentioned for £8500 Stg. in such hands that
 I can entirely depend on and the french troops and
 Squadron

Squadron being in this country, make bills of exchange very plenty, by reason of their not being supplied with specie from France for the purchase of provisions. &c. &c. - these bills are now selling at twenty five $\frac{1}{2}$ discount, which of itself is pro- sufficient for any negotiations - You may obviously conceive, that the same cause will continue to produce the same event - Add to this sum of £8500 a quantity of bills which I hourly expect, & which I know to be paid for my acct. therefore there is scarcely a possibility of their failing - I flatter myself you will have reason to depend on my completing this remittance within the time, when two or three months will probably furnish you with a good part of it - To settle your minds entirely easy on the score of M^r. G. depends on it, that the acct. of no part of this sum will be from him, and that I have no kind of connection whatever with him.

And now ^{my} friends permit me to say a few words on the subject of the business with Stephen Hooper. These gent^ls. as I mentioned before, sent out M^r. G. to transact some concerns for them - M^r. G. 's character was then unblemished - his conduct virtuous and more he

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He had liv'd in ^{this} town for two years, with much reputation - After his return from the West-Indies, Mess. Hooper and Dalton, notwithstanding they had been disappointed, continued to think well of him, and prepar'd the big Gates, the prop. conveyance, for the execution of their former plan. With a supposition of his intentions being good - I had determin'd to forward my remittances by him, and consequently mentions him in mine from Hartford of 2nd Jan'y, in a very particular manner.

Mr. Appleton, before my leaving Hartford, call'd on me - you cannot conceive how much the information of G's drafts ~~surpriz'd~~ being prot^{est} surpriz'd me - he was then with me, however I did not divulge to a living soul - In a few days we set off for this place - On my arrival, my feelings would not permit me to see Mess. Dalton and Hooper any longer imposed on - Suppose if my reputation had not been on a good footing in this place, they would have paid no attention to my intelligence - their opinions of Mr. G. was so favourable - However one circumstance served to undeceive them

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them - They asked me whether W. G. has not
lodg'd £3500 Stg. in bills on Bilbao, with me for
their acct. - I answered them in the negative - After
some little explanation I found those very bills -
which G. has paid me, and which I emitted you
were in fact the property of ~~the~~ Drawers -
and part of the funds which they had given him
for the execution of their plan - The brig Gater
was now ready for sea, the owners had been
at great expence and trouble, and to no purpose
W. G. 's conduct reprobated the idea of his
proceeding on the voyage - The one hlf of the
brig fell into my hands accidentally and
unavoidably - The concern made me a proposal
of being concerned in the voyage, and expected at
all events to receive the W. proceeds of their
bills, as they call'd 'em - a refusal of the latter
from me might do you great injury, therefore
I made them the following proposal - To permit
the acct. of St. Hooper & Co. to be credited with
the W. proceeds of £3500 Stg. being such an
amt. drawn by Tristram Dalton and Stephen

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Stephen Hooper on Jos. Garzaqui & Sons
Bilboa, provided they would give me their
bond for an equivalent payable within four
months in this matter I run no kind of risk
as I knew their punctuality and that they
had a right to draw on Spain for as much or
larger sum than the above amt. - The propo-
-tion of ~~being concerned in the vessel~~ of being
concerned in vessel &c would have been rejected
unless Mr. S. Broome had agreed to pay me
in bills of exchange for one quarter part of
the vessel and for alike part of her cargo
cost with you - and now thus the matter
stands Mr. Hooper & Co. Owners of the brig-
Gates, must be O^r with Mr. proceeds of above
mentioned bills, to supply which I have their
bond - Dalton and Hooper remit you abt. two
thousand pounds sterling - S. Broome pays
into my hands upwards of £3000 Stg. in bills
one thousand of which I receive within ten
days, and the remainder before the goods
become due, or perhaps before ship's home
your

your place - this £1000 added to my own bill that will be ready within a few days, will make a very considerable amt. no doubt in your hands, as soon as the Gates can arrive with you - The two thousand pounds remitted by Dalton & Hooper probably will be as early - therefore there can be little or no C^t given, which will most assuredly be punctually paid -

To prevent any advance for the goods ordered, as per Memo^m sent to St. Hooper & C^o. I expect the amt. ordered on said Memo^m namely ten thousand pounds sterling will be bot. at 6.9. or 12 Mo^t. C^t entirely in England, (except the 1000 of low priced broad cloths up to 100 sh. which are bot. cheaper in Holland or the German manufacture) The invoice made out at the English prices, without being dated in London, (which mode I would recommend for all English goods, as the contrary is a violation of a resolve of Congress, and may possibly make some uneasiness) This if the goods are bot. on C^t as they most assuredly can, there will not

ly
 4 not be the possibility of affording advance
 on the other hand a principal part of the
 money will be in hand before the goods are
 shipped and the residue, even from my own
 separate exertions, in good time —

I add now as an additional security
 for payment, the Ship Discovery's cargo,
 &c. Capt. Brown, who sails in ten days for
 a load of sugars for your city (the goodness
 of which vessel, I have mentioned before)
 will be lodged in your hands to be carried
 to the C^t of St. Jasper &c. — The necessary
 orders for which will accompany the ship
 and if she arrives will be delivered you by
 an M^r Throckmorton, who I send as an assist-
 -tant in ^{the} ~~conducting~~ voyage — I'm assured you
 will be pleased with him —

The brig Gates is a vessel that has
 never been equalled for sailing and to give
 her additional advantages, she goes to

Wm. B. B.

Kantz to be sheathed with copper for which
 purpose she carries a sufficient amt. in sugar
 to defray the expence — The reason why
 the owners are so particular in this respect
 is that they expect she will make at least
 three voyages a year to your city, for which
 object ~~see~~ they are preparing their funds
 to be lodged with you — therefore I hope
 you will see the importance of this concern
 as well as the necessity of ordering the
 goods instantly on rec^d. of the dispatches
 that the brig may not be detained a moment
 longer than is absolutely necessary —

They have ordered a certain amt. insur^d
 I hope you will be able to effect it, also
 at an easy rate —

From my being so bus^d
 on this subject you cannot doubt how
 much I think your compliance and minute
 attention will contribute to our benefit
 therefore I rest assur^d that you will not be

not be wanting on your part. If you do not chuse to be interested, mention it and I will make the necessary provision for the one quarter part on my private acct. but by no means let there be the least diminution of the amt. —

In a few days an apply will sail from Boston, by which I shall have the pleasure to inform you of some new correspondents from this and I believe you will think them valuable ones —

A young gentleman who goes passenger in the brig. Gates, and who has the charge of this packet for the Paris mail, I have made the offer of remaining two years in your counting house, if you have no objection you will please receive him ~~in~~ that character — He is furnished with a line of introduction — His name is M^r. Tho^s. Russell a young gent^l.

gentleman of good education and family
 any terms you think proper he will comply
 with, if he continues - I could wish you
 to allow him his boarding & at some
 good lodging - His father is a very worthy
 character in the town of Boston, and
 I make myself answerable for any -
 supplies he may want until his
 remittances are forwarded -

Believe me -

My D^r friends -

Yours Very Sincerely,

James Jarvis

[Signature]

Newburyport

Feb 12 1801

Received April

as usual

[Signature]

Newburyport Feb 12 1801